



SANCHAR NIGAM EXECUTIVES' ASSOCIATION

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SNEA/CHQ/CMD/2018-21/138

Dated 25.06.2021.

To

Shri. P. K. Purwar,
Chairman and Managing Director,
BSNL, New Delhi.

Sub: BSNL Revival plan approved by the Union Cabinet on 23.10.2019 is simply on paper, even after 20 months. BSNL Revival fully depends upon 4G services. To start with, about 13,300 number of 4G and 4G compatible BTSs supplied by M/s Nokia have to be upgraded and launch 4G services atleast in South and West Zones, the revenue earning zones. BSNL losing thousands of Crores of revenue due to non-launching of 4G services. Thousands of Crores spend in Phase VII and VIII tender for 4G equipments becoming waste. BSNL should avail the allotted 4G spectrum and provide 4G or 3G services as per the availability of equipments for better speed and coverage.

Ref: 1. No: SNEA/CHQ/CMD/2018-21/48
2. No: SNEA/CHQ/CMD/2018-21/97
3. No: SNEA/CHQ/CMD/2018-21/122
4. No: SNEA/CHQ/SEC DOT/2018-21/13
5. No: SNEA/CHQ/MOC/2018-21/10
6. No: SNEA/CHQ/PM/2018-21/06

Dated 06.11.2019.

Dated 03.08.2020.

Dated 12.02.2021.

Dated 07.11.2019.

Dated 17.11.2020.

Dated 19.03.2021.

Respected Sir,

Kindly refer the letters under reference above addressed to Hon Prime Minister, Hon MOC, Secretary/DoT and your good office pleading for immediate launching of 4G services in BSNL by simply upgrading the existing 4G compatible equipments. There are 49,300 BTSs which are either 4G BTSs or can be upgraded to 4G. BSNL has spend about Rs 5000 Crores and made its 4G network ready by 2018 through Phase VIII tender. However for the reasons best known to the Govt and the BSNL top management, 4G not launched, defeating the spirit of BSNL Revival plan.

After the Union Cabinet decision, the ball was in BSNL court. Management was always telling us that BSNL is not able to provide 4G services due to non-allotment of 4G spectrum by the Govt. Finally Govt allotted 4G spectrum free of cost for which BSNL employees made lot of sacrifices. BSNL got 5 months, upto March 2020 to upgrade its BTSs and launch 4G services before Govt announced Make In India policy. We lost the opportunity and BSNL miserably failed in utilizing it. **A wise management decision to upgrade existing network to 4G by spending hardly 1500 to 2500 Crores would have saved the company. Instead of that management focused on new tender worth 9000 Crores for purchasing and deploying new equipments!**

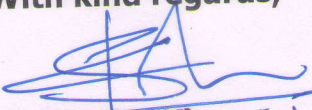
It is high time for BSNL management to look for the alternatives to utilize the available network and the Govt allotted 4G spectrum to launch 4G services with maximum speed and better coverage. The 5 MHz 4G spectrum allotted by the Govt can be utilized for 4G services as well as 3G services by small upgradations, sorting out license issues, software procurement etc. There are about 13,300 BTSs supplied by M/s Nokia itself. By procuring Software, License and Radio equipments from Nokia, BSNL can provide 4G services in two Zones, South and West having major and potential Circles. BSNL should consider conversion of Nokia BTSs from 1T/2R to 2T/2R

so that 10 MHz spectrum can be radiated which will give better speed and experience to the 4G and 3G customers. The available equipments supplied by ZTE and Huawei also can be effectively utilized by rearrangement. Atleast BSNL can provide better 4G and 3G services in the State and Dist Capitals with the available resources. Better speed and coverage will arrest Port Out and attract new customers into BSNL. Let us atleast fully capitalize the thousands of Crores investment made on 4G Core and Radio equipments in Phase VII/VIII tender and the 4G spectrum allotted to BSNL. BSNL focus should be for better coverage and data speed so that additional revenue can be ensured within short time. Earnest efforts also to be made for procuring the equipment from M/s Nokia through Add on order through negotiation. **Employees are able to contribute further only after the launch of 4G services by the management.**

Purchase of new eqpts and launching of 4G services either through new tender or through the EOI route will take minimum 2 years. By that time BSNL will miss the opportunity and spending thousands of Crores on 4G after 2 years will become a wasteful expenditure as all other operators will switch to 5G by that time.

We earnestly request BSNL Management to take immediate steps for launching 4G services through upgradation, starting with M/s Nokia supplied BTSs and improving the speed and coverage of 3G services through various means. Due to inaction, BSNL already lost about 18 months and thousands of Crores of revenue.

With kind regards,



(Sebastin. K)

25/06/2021

- Copy to:** 1. Shri. Ravi Shankar Prasad, Hon MoC & IT, GoI for kind information pl.
2. Shri. Anshu Prakash, Secretary (T), DoT, Sanchar Bhavan for kind information pl.
3. Smt. Anita Praveen, Addl Secretary, DoT, Sanchar Bhavan for kind information pl.
4. Shri. S K Mishra, Director (CM), BSNL Board for info and n/a pl.
5-7. Director (Fin)/ Director (CFA)/ Director (EB), BSNL Board for info and n/a pl.
8-9. Govt Directors of BSNL Board, DoT, Sanchar Bhavan for information and n/a pl.